

Message Text

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ACTION COME-00

INFO OCT-01 NEA-10 ISO-00 EB-07 /018 W

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R 131500Z JAN 76

FM AMEMBASSY ALGIERS

TO SECSTATE WASHDC 3628

UNCLAS ALGIERS 0066

E.O. 11652: N/A

TAGS: BEXP, AG

SUBJECT: ALGERIAN TRADE MISSION TO U.S.: FEBRUARY 1976

REF: A) ALGIERS 0003, B) STATE 002787, C) STATE 002257

1. GOA HAS ACCEPTED SUGGESTION THAT MISSION COME WEEK FEB. 15 INSTEAD OF FEB. 8. WE NOTE HOWEVER, FEB. 16 IS U.S. HOLIDAY. KHELLADI OF MINISTRY COMMERCE HAS PROMISED LIST PARTICIPANTS ON JAN. 19.

2. FLACK PLANS TO BE IN WASHINGTON WITH GROUP PER REFTTEL C, AND IS WILLING SERVE AS INFORMAL INTERPRETER IF NEEDED. PROFESSIONAL CONSECUTIVE INTERPRETER FOR LARGE MEETINGS OR BRIEFINGS PREFERABLE.

3. GOA NOT PREARRANGING MISSION APPOINTMENTS THUS COMMERCE ASSISTANCE IN APPOINTMENTS DESIRED. LIST OF U.S. FIRMS WITH WHICH MISSION MEMBERS WISH APPOINTMENTS WILL BE FURNISHED WHEN AVAILABLE. IN ADDITION, SUGGEST MEETINGS WITH CHAMBER OF COMMERCE OF THE UNITED STATES, CENTER FOR INTERNATIONAL BUSINESS RELATIONS, JOHN CALDWELL, DIRECTOR; AMERICAN - ARAB ASSOCIATION FOR COMMERCE AND INDUSTRY, 342 MADISON AVE. N. Y.; U.S. - ARAB CHAMBER OF COMMERCE, ONE WORLD TRADE CENTER, SUITE 2645, NEW YORK. MEETINGS ALSO DESIRED WITH APPROPRIATE OFFICIALS OF DEPARTMENTS OF STATE, COMMERCE AND AGRICULTURE AND, PERHAPS, EXIMBANK.

4. EMBASSY SUBMITS OFLOWING PRELIMINARY LIST OF U. S. FIRMS WHICH MAY BE INTERESTED IN MEETING WITH MISSION AND/OR WITH COMATT FLACK CONCERNING UP-COMING MAJOR PROJECTS OR BUSINESS IN UNCLASSIFIED

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ALGERIA.

WESTINGHOUSE POWER SYSTEMS, JAMES JACKMAN, TEL; 412 928-2119
PITTSBURG, PA. (\$250 M GAS POWER STATIONS, SONELGAZ).
ITT SPACE COMMUNICATIONS, ANTHONY BASILE, TEL; 201 825-1600,
RAMSEY, N. J. (\$1 M EQUIPMENT FOR GROUND STATIONS).
CORNING INTL. CORP., RABERT E. MCKENZIE, TEL; 607 974-8714,
CORNING, N. Y. (STUDY FOR TECHNICAL GLASS PLANT - SNIC).
PERMUTEL CO., PATRICK LAM OR G. TURNER, PARAMUS, N.J.
(WATER DESALINIZATION PLANT, ONIC).
ROGA DIVISION OF U.O. O., SAN DIEGO, CALIF.
(WATER DESALINIZATION PLANT, ONIC).
IONICS INC., ROBERT J. PETERS, TEL; 617 926-2500, WATERTOWN, MASS.
(WATER DESALINIZATION PLANT, SONIC).
GENERAL MOTORS CORP., MR. PAPSCOPE, TELEX; 33978B, NEW YORK.
(AUTOMOBILE MANUFACTURING PLANT, SONACOME).
GENERAL MOTORS OVERSEAS, DONALD POLLOCK, TEL; 313 556-4837,
DETROIT MICHIGAN. (TWO TRUCK MANUFACTURING PLANTS, SONACOME).
WESTINGHOUSE ELECTRIC CORP., BERNARD STELZENMULLER, TEL;
215 598-3388, PHILADELPHIA, PA. (GAS TURBINES, SONATRACH).
FOOD PROCESSING CONSULTANTS CO., WALDO HERON, PRESIDENT, P.O.
BOX 1203, GREENWICH, CONN. (CANNING FACTORIES AT ORAN AND
BREWERY AT CONSTANTINE).
ARCHITECTS COLLABORATIVE JOHN HAYES, TEL; 617 868-4200,
CAMBRIDGE, MASS. (ELECTRONICS UNIVERSITY AT TLEMEN, SONELEC AND
SONATRACH).

FOLLOWING THREE FIRMS ASSOCIATED IN CONSORTIUM BIDDING ON
\$400 M PROJECT BY SNS FOR SERIES OF VOCATIONAL TRAINING SCHOOLS
ACROSS ALGERIA.

A) WESTINGHOUSE CORP., PHIL ASID, TEL; 301 667-3204, HUNT VALLEY,
MD.

B) SCIENCE MANAGEMENT CORP., STEVEN BARRE, TEL: 212 751-1919,
NYC.

C. AUSTIN CO., A. FLETCHER PLANT, TEL; 212 887-1551, NYC.
ANOTHER U.S. FIRM ALSO BIDDING ON VOCATIONAL SCHOOL PROJECT
WITH CONSORTIUM OF U.S. AND CANADIAN FIRMS. PRINCIPAL CONTACT
FOR THIS GROUP IS: HORACE H. SMITH INTERNATIONAL INC., AMBASSADOR
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HORACE H. SMITH (RET), PRESIDENT, TEL; 703 527-7495, ARLINGTON VA.
SINGER CORP., AMERICAN MOTOR DIVISION (SIGNED CONTRACT FOR MANA-
FACTURE OF GAS MOTORS UNDER LICENCE).
KOEHRING CORP. OF MILWAUKEE (SIGNED CONTRACT WITH HYDRAULIQUE,
\$80 M FOR WATER DRILLING AND EXPLORATION).
CLARK EQUIPMENT CO., GEORGE A. COLSON, BUCHANAN, MICHIGAN.
(\$90 M FORK LIFT AND POWER SHOVEL MANUFACTURING PLANT AT
CONSTANTINE, SONACOME).

HYDROTECHNIC CORP., WILLIAM K.B. EMERSON, VICE PRESIDENT,
TEL; PLAZA 2 4646, NYC. (\$200 M CONTRACT FOR CONSTRUCTION OF
DAMS, INDUSTRIAL WATER SYSTEMS AND IRRIGATION, SONATRACH).
LYKES LINES, R.J. BRENNAN, SENIOR VICE PRESIDENT, TEL; 504 523-6611,
NEW ORLEANS. (LYKES ALSO HAS WASHINGTON OFFICE, AS AGENT FOR
CNAN AND CARRIES MUCH OF U. S. EXPORTS TO ALGERIA).
WILBUR SMITH AND ASSOCIATES INC., WILBUR S. SMITH, PRESIDENT,
TEL; 803 779-6080, COLUMBIA S. C. (SIGNED CONTRACT WITH MINISTRY
OF INDUSTRY & ENERGY FOR STUDY OF TRANSPORTATION SYTEM OF ALGERIA).
KAISER ENGINEERS AND CONSTRUCTORS INC., A.F. GARCIA, V.P.,
300 LAKESIDE DRIVE, OAKLAND, CALIF., (ALUMINUM COMPLEX FOR SNS).
DRAVO CORP., EDWIN HOWER, TEL; 412 566-3528, PITTSBURG, PA.
(SPECIALTY STEEL MILL, SNS).

BADGER ENGINEERS CO., CAMBRIDGE MASS. (LUBRICATING OIL MANUFAC-
TURING FACILITY AND RAFINERY EXPANSION AT ARZEW, \$200 M SONATRACH).
APOLLO INTERNATIONAL LTD., HAROLD ZWEG, TEL; 312 787-4883,
CHICAGO, ILL. (BIDDING ON CONCRETE PIPE PLANT FOR SNMC).
SWINDELL A DRESSLER COMPANY, E. STANLEY HAYES, TEL; 413 562-7142,
PITTSBURG, PA. PLEASE INFORM MR. HAYES OF MISSION).
GTE INTERNATIONAL, JANE P. DAVIS, TEL; 202 923-2800, WASHINGTON,
D.C. (PLEASE INFORM MS. DAVIS OF MISSION).
AEROMARITIME INTL. CORP., EDWARD J. ROXBURY JR., TEL;
202 659-8140, WASHINGTON, D.C. (PLEASE INFORM MR. ROXBURY OF
MISSION).
PETER S. TANOUS CO., PETER TANOUS, TEL; 202 223-5222, WASHINGTON,
D.C. (PLEASE INFORM MR. TANOUS OF MISSION).PARKER

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Margaret P. Grafeld
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